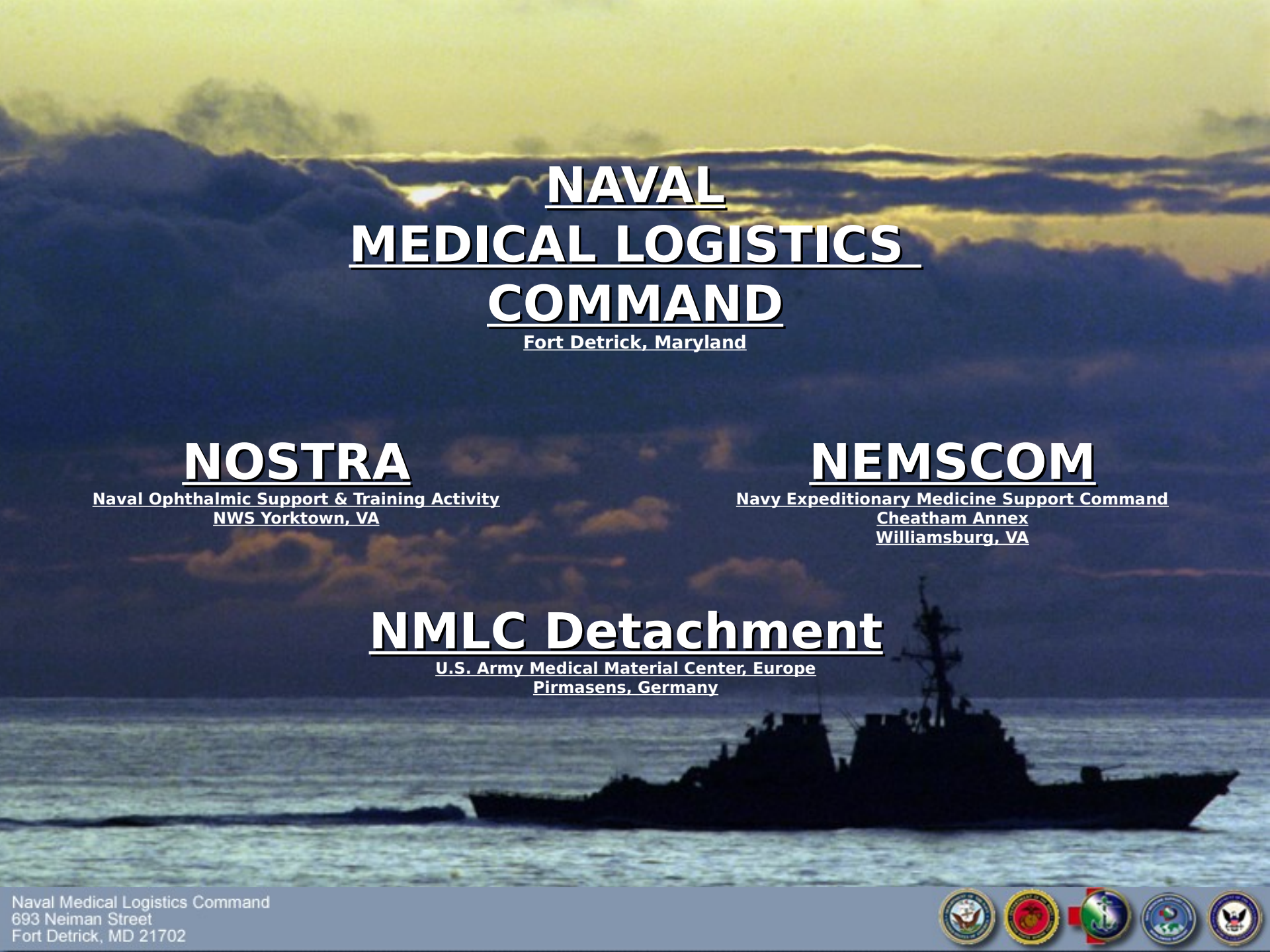


NAVAL MEDICAL LOGISTICS COMMAND

Fort Detrick, Maryland

NOSTRA

Naval Ophthalmic Support & Training Activity
NWS Yorktown, VA

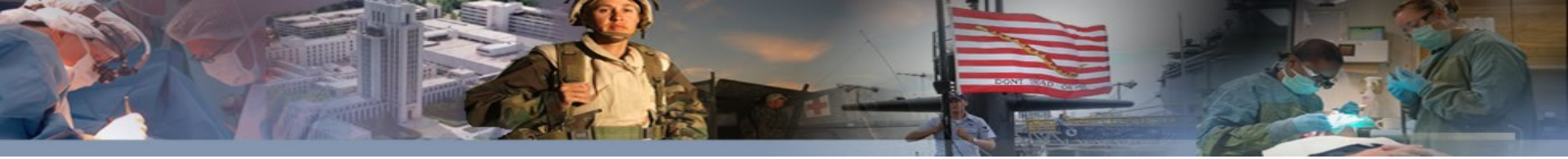
NEMSCOM

Navy Expeditionary Medicine Support Command
Cheatham Annex
Williamsburg, VA

NMLC Detachment

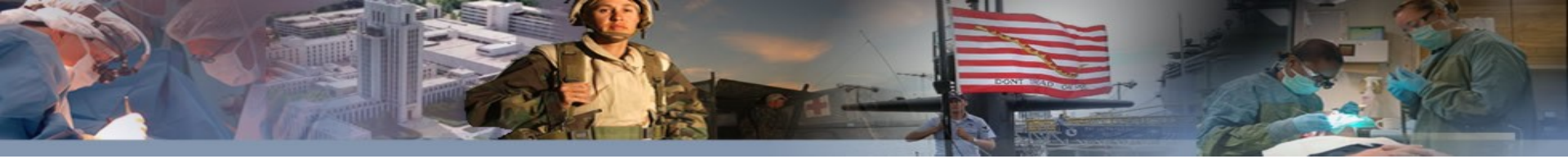
U.S. Army Medical Material Center, Europe
Pirmasens, Germany

Naval Medical Logistics Command
693 Neiman Street
Fort Detrick, MD 21702



NMLC MISSION

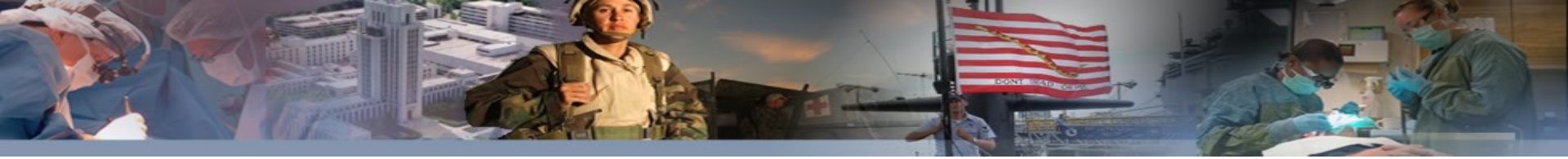
As the Navy Medicine center of logistics expertise, we design, execute, and administer individualized state-of-the-art solutions to meet customers' medical materiel and healthcare service needs.



Vision Statement

We will exceed customer and stakeholder expectations through value-added processes, services, and products.
To achieve our vision, we will:

- **Strengthen our strategic partnerships and customer and stakeholder relationships to provide responsive, achievable medical logistics solutions**
- **Embrace a vibrant Quality Management System to refine decision making and product consistency**
- **Improve the accuracy and availability of medical logistics data to increase Navy Medicine's technical expertise and market awareness**
- **Apply innovative, evolving E-Commerce technology to expand customer access to medical equipment, supply, and service solutions**



NAVMEDLOGCOM Guiding Principles

- We see excellence as a process of continuous improvement and learning, never resting on past achievements.
- We are attuned to the needs of our customers and respond with innovative ideas, practical solutions, and a focus on results.
- As a command, we value our workforce and strive to attain the highest professional performance in service to our customers.

Commitment

- We bring compassion to our work and embrace commitment.
- As a command, we value inclusiveness and seek to empower our customers, stakeholders, and mission partners to achieve our shared goals.

Integrity

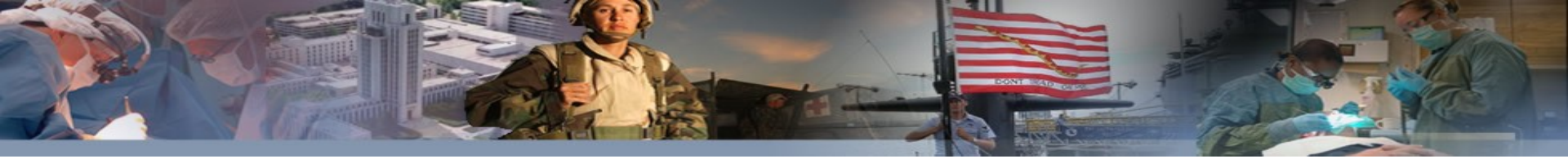
- Integrity, trust and respect form the foundation of all our relationships.
- We say what we do and do what we say; we hold ourselves accountable.
- As a command, we seek to be a model of good governance, transparent in our operations while setting high standards for ourselves.

Teamwork

- We recognize that teamwork and open communications are essential to fulfilling our vision and mission.
- As a command, we support and invest in each other by sharing knowledge and leveraging skills and resources across boundaries.

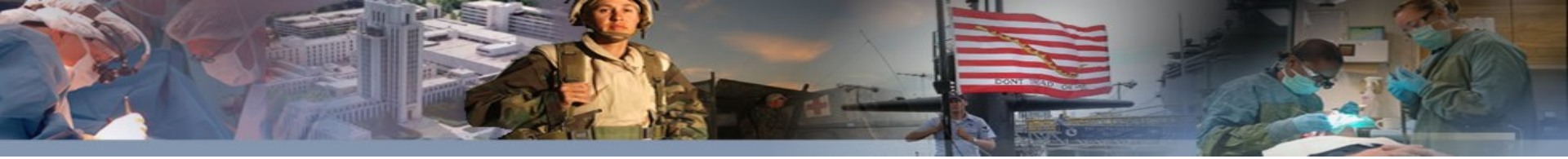
D. B. Stratton

David B. Stratton
Captain, MSC, U. S. Navy
Commanding Officer



NMLC's Major Products/Services

Product Lines	Programs & Projects
Procurement	Healthcare Personal Service Contracts (PSCs)
	Equipment, Supplies & Service Contracts (ESS)
	Research & Development
Operational Forces Support	Assemblage Management and Class VIII Commodity Management
	Naval Operating Forces (Ashore and Afloat) Procurement Program Management
	New Ships Construction and Overhaul Fitting Out and Outfitting
	Integrated Logistics System (ILS) Support of Naval Operational Forces Medical and Dental Equipment
Medical Equipment & Logistics Solutions (MELS)	Centralized MTF Medical Equipment Program Management
	Shelf-Life Extension Program (SLEP) Management
	Digital Imaging Network/Picture Archiving Communication System (DINPACS) Program Manager
	Navy's Field Operating Agency (FOA) for Vaccination / Immunization Distribution
	Navy's Field Operating Agency (FOA) for Pharmacy & MED/SURG MTF Prime Vendor Support
	DMLSS, Standard Procurement System (SPS), and WAWF Functional and Sustainment Support
Healthcare Service Strategies (HSS)	Healthcare Services SOW Development
	Market Research and Cost Estimates for Healthcare Services
	Healthcare Services Contracting Database
Procurement Legal Services	Contract Law Advisor to BUMED
Expeditionary Medical Logistics (EML)	Expeditionary Medical Facilities (EMFs)
	Forward Deployed Preventive Medicine Units (FDPMUs)



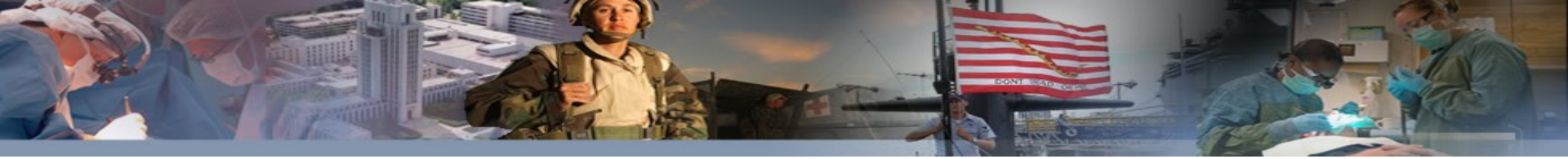
NMLC's AOR Staffing

UIC	Command	Location	Officer Billets	Officer Onb	Enlisted NMP	Enlisted Onb	Civilian Billets	Civilian Onb	Contractor Billets	Contractors Onb	Total End Strength Onboard
62645	NMLC	Frederick, MD	16	14	14	12	109	86	29	34	146
47463	NMLC Det	Pirmasens, Germany	1	1	2	2	0	0	0	0	3
68610	NEMSCOM	Willamsburg, VA	8	9	15	15	46	45	4	3	72
63439	NOSTRA	Willamsburg, VA	3	3	27	25	98	91	0	0	119
4165A	NOSTRA Det	Quantico, VA	0	0	1	1	2	2	0	0	3
4166A	NOSTRA Det	Norfolk, VA	0	0	1	1	1	1	0	0	2
4167A	NOSTRA Det	Camp Lejuene, NC	0	0	1	1	1	1	0	0	2
4168A	NOSTRA Det	Mayport, FL	0	0	1	2	0	0	0	0	2
4169A	NOSTRA Det	Pensacola, FL	0	0	2	3	1	1	0	0	4
4279A	NOSTRA TOPS	Willamsburg, VA	0	0	2	2	0	0	0	0	2
		Totals:	28	27	66	64	258	227	33	37	355

NMLC's AOR Deployment Status

Active Duty	Deployed	Percent	Days-to-Date	Pending	Backfills
91	5	5.50%	634	2	0

*** As of 09/30/09**



NMLC's Acquisition Model

Requirement Generation

Technical Review/ Requirements Coordination

Contract Award / Contract Administration

Fleet Customers

Navy Medicine Customers

EMF / FDPMU / ERSS Customers

Naval Operating Forces Medical Equipment & Supplies – **Code 4**

MTF Medical Equipment – **Code 3**

MTF Healthcare Services – **Code 7**

EMFs / FDPMUs / ERSS – **EML**

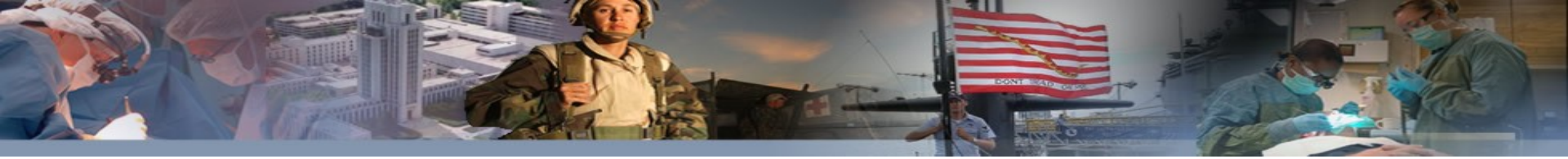
Owned by NMLC

Collaborative Process

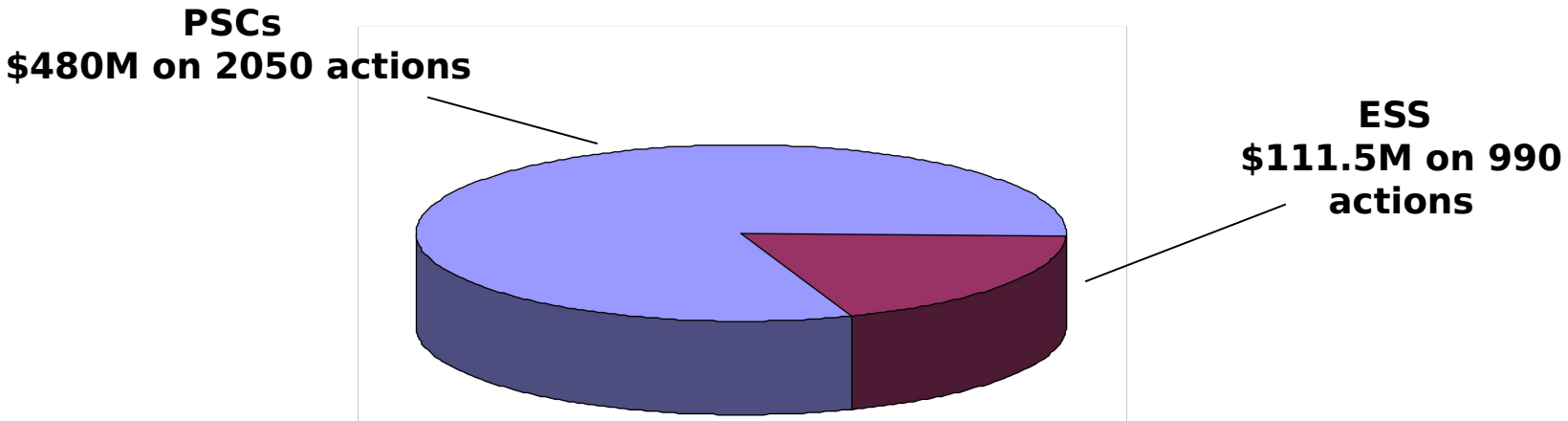
NMLC Legal Counsel – **OOL**

NMLC Contracting - **Code 2**

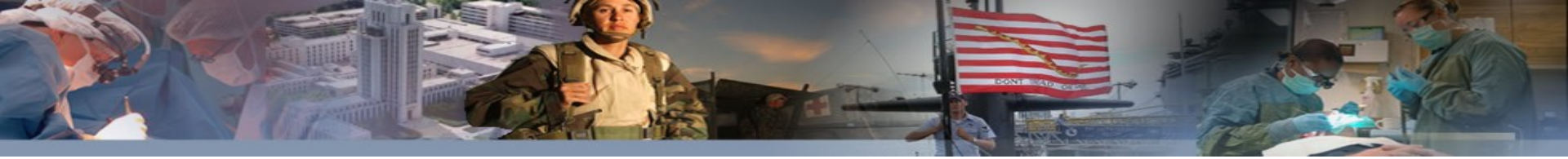
Naval Medical Logistics Command
693 Neiman Street
Fort Detrick, MD 21702



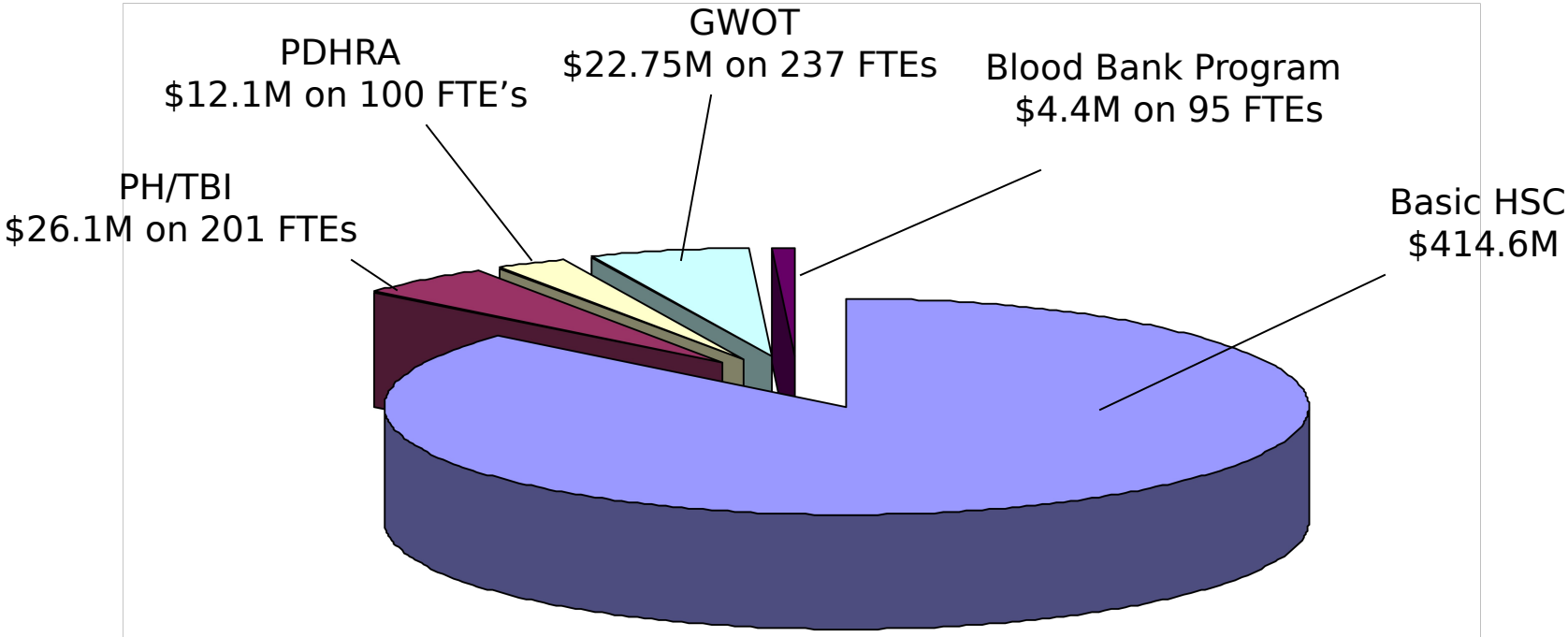
FY09 NMLC Managed Obligations



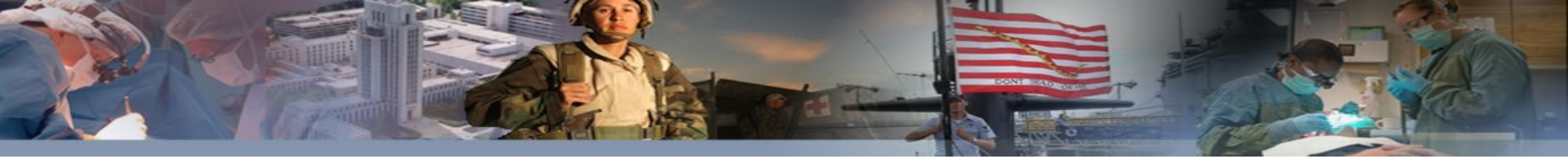
Action Type	FY2009 Obligated	Actions
Personal Services Contracts (PSCs) (includes MATOs, SATOs, ISAs, Agency)	$480,000,000	2,050
Equipment, Supplies, Non-Personal Services, R&D (ESS)	$111,460,000	990
TOTAL	**$591,460,000**	**3,040**



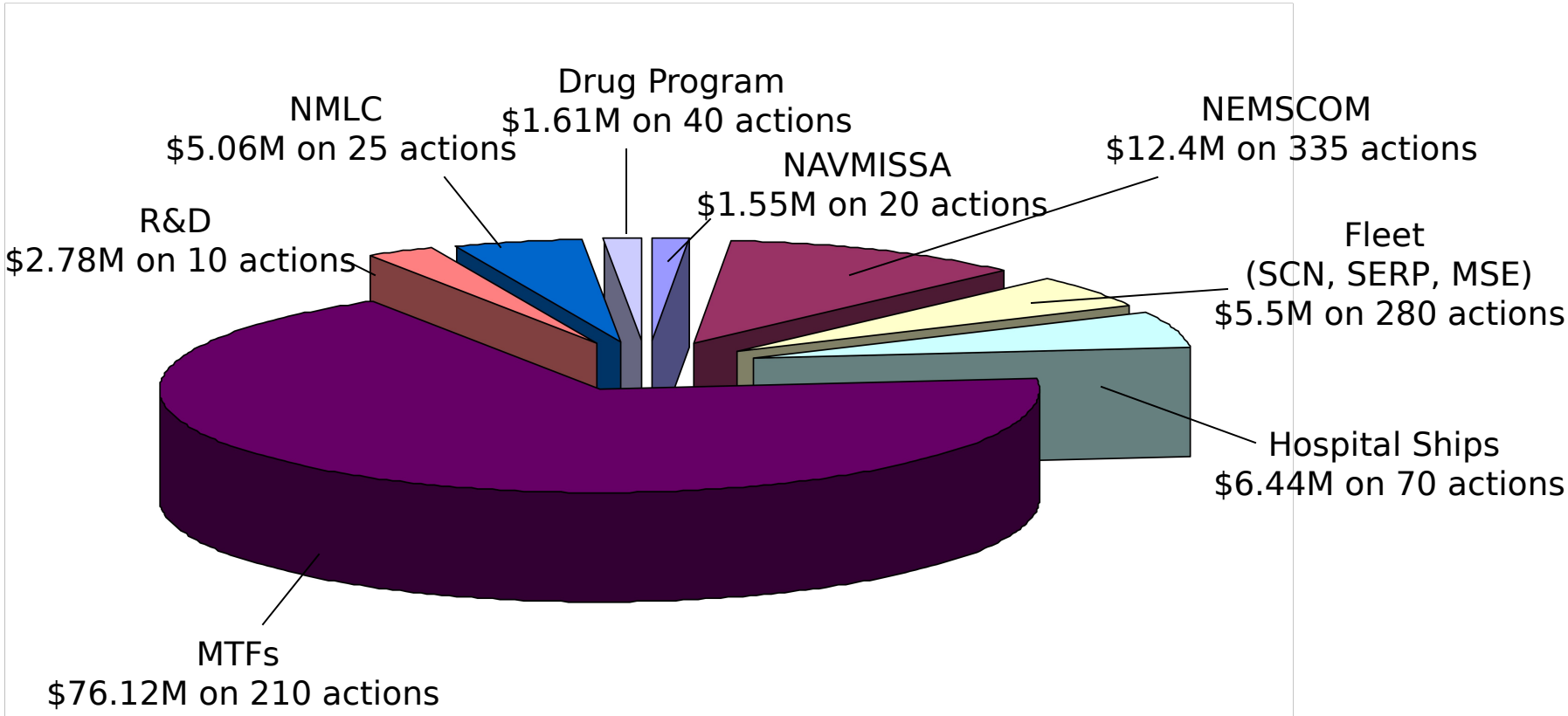
FY2009 NMLC (PSC) Contracting Requirements



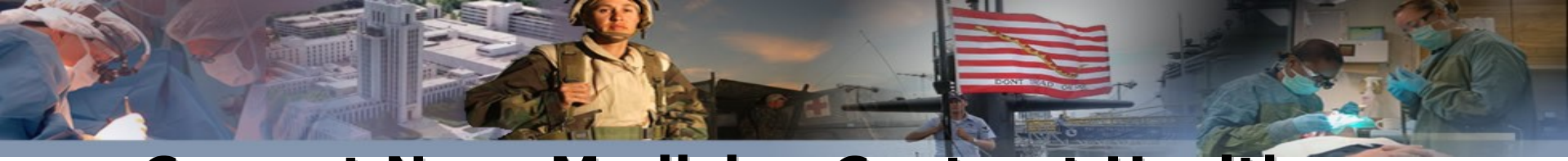
Total PSC FY2009 Obligations: $480M



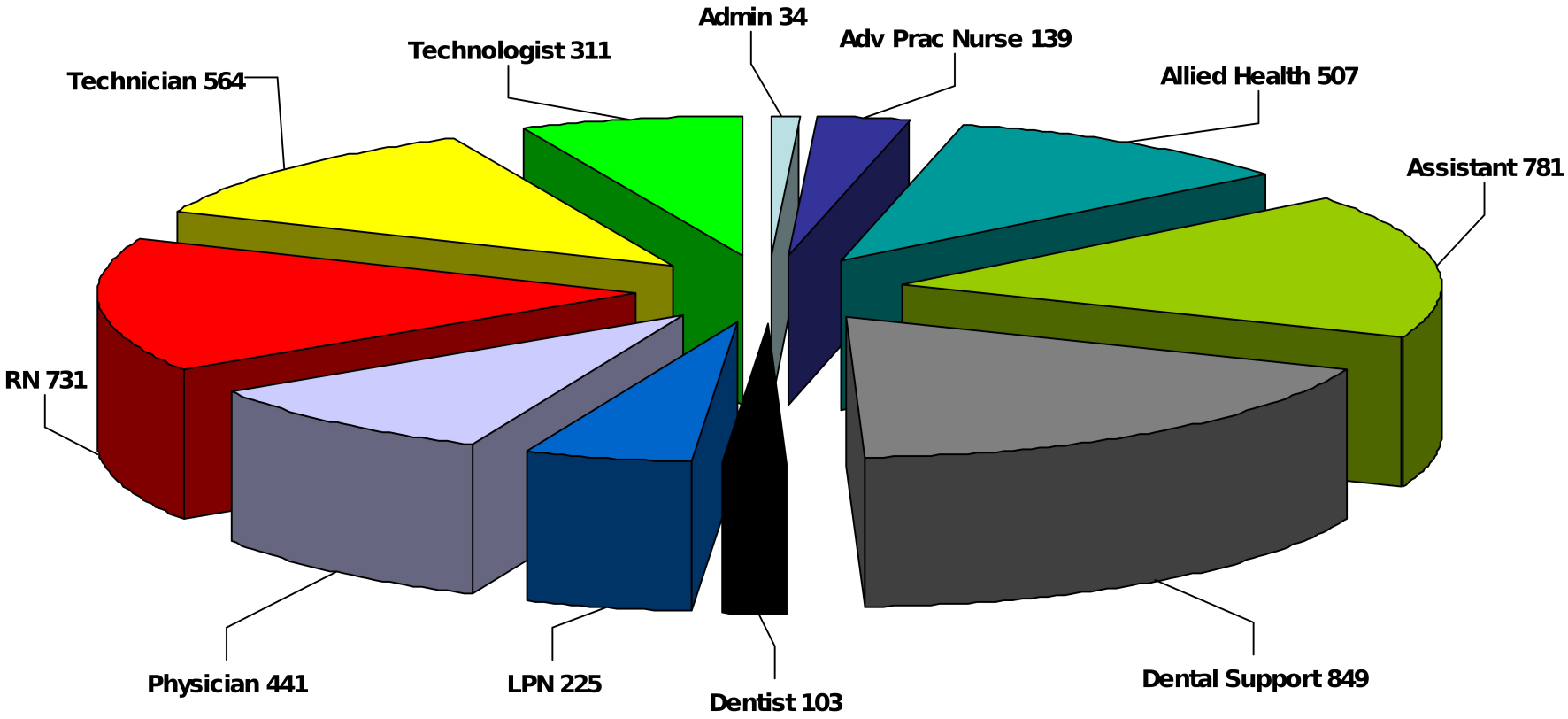
FY2009 NMLC (ESS) Contracting Requirements



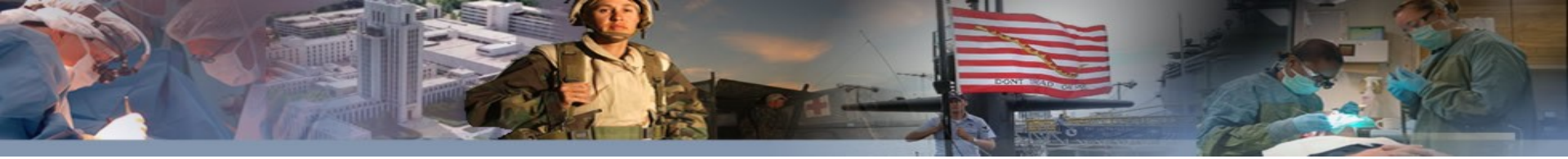
Total ESS FY2009 Obligations: $111.46M on 990 actions



Current Navy Medicine Contract Healthcare Services



GRAND TOTAL: 4,686 FTEs



Navy Medicine Medical Equipment Program

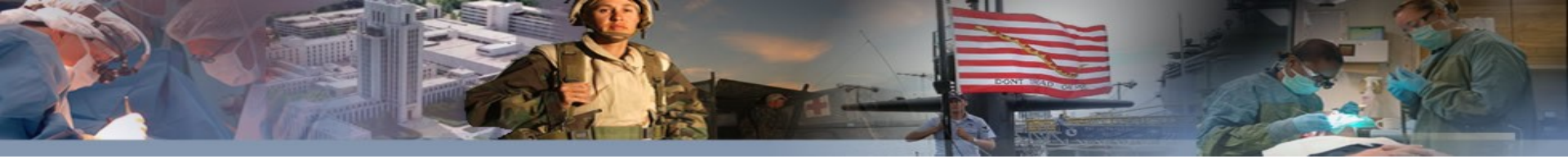
Current Medical Equipment Program Asset Values:

Line Items – 7,900

Dollar Value – $720M

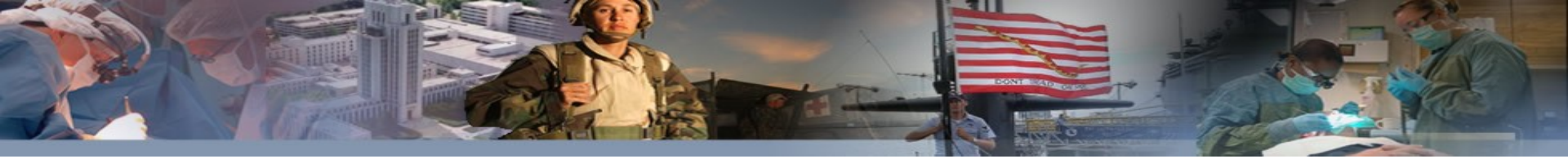
Funding Executed on BSO Medical Equipment for Replacement and Emerging Technology				
	FY07	**FY08**	**FY09**	**3 Yr Total**
O&M	$30M	$29M	$28M	$87M
OP*	$68M	$60M (plan)	$42M (plan)	$170M
Totals	$98M	$89M	$70M	**$257M**

*** Current OP Unfunded Totals: 20 Line items / $18.5M**



Joint Medical Logistics on Fort Detrick

- United States Army Medical Materiel Agency (USAMMA)
- 6th Medical Logistics Materiel Command (6th MLMC)
- Defense Medical Standardization Board (DMSB)
- Joint Medical Logistics Functional Development Center (JMLFDC)
- Defense Supply Center Philadelphia (DSCP / DLA)
- Air Force Medical Logistics Office (AFMLO)



Naval Medical Logistics Command Detachment U.S. Army Medical Material Center, Europe (USAMMCE) Pirmasens, Germany

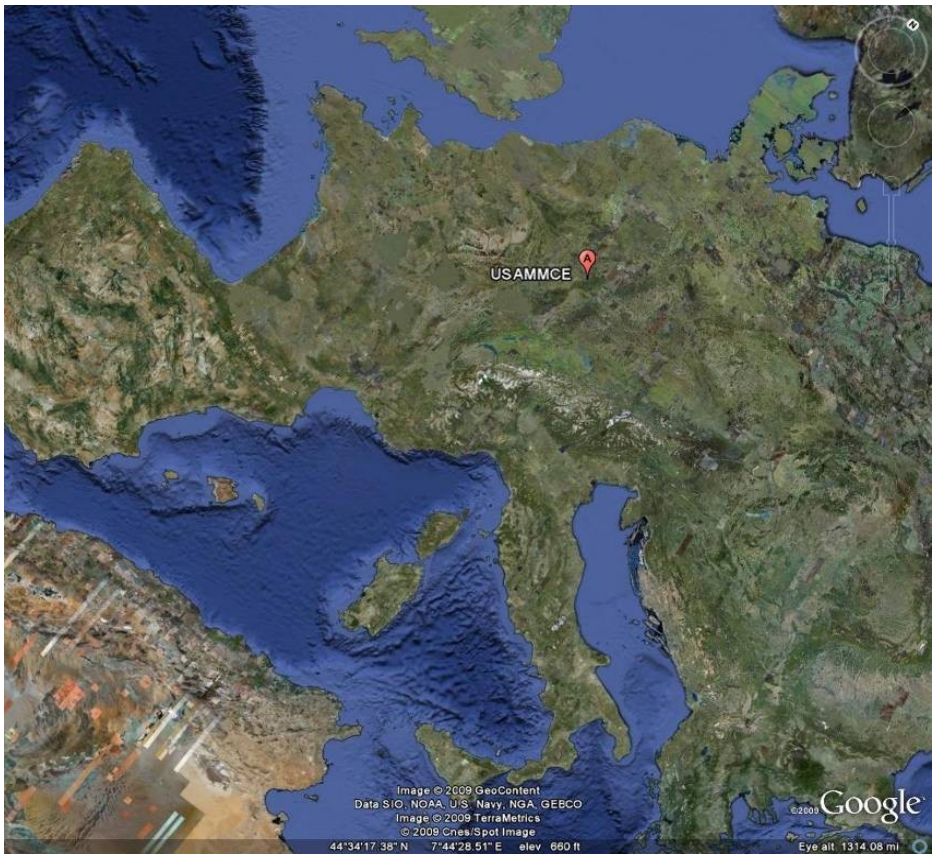
USAMMCE provides medical logistics support and training across the full spectrum of military operations to EUCOM, CENTCOM, and AFRICOM.

The NMLC Det Team leads USAMMCE's Customer Support Division (CSD) and specializes in providing services in the areas of:

- **Life Cycle Management of Class VIII material**
- **Clinical and Bio-Medical Engineering of medical equipment**
- **Clinical Advisory and consultation**
- **Optical Fabrication**
- **Assemblage of sets, kits, and outfits**
- **Reconstitution of major and minor medical assemblages**
- **Supply Chain training of logisticians in theater of operations**

The CSD is currently staffed with the following team members:

- **Navy medical logistics officer**
- **Navy Hospital Corpsmen (2) with expertise in biomedical engineering and pharmacy**
- **Air Force liaison (senior non-commissioned officer with extensive medical logistics experience)**
- **Eight (8) Local Nationals with nearly 140 years**



Naval Medical Logistics Command
693 Neiman Street
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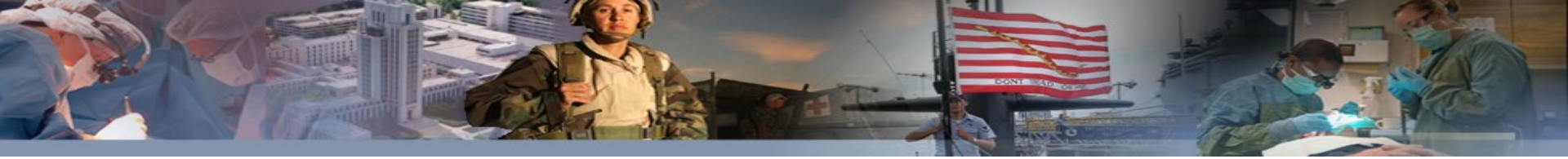
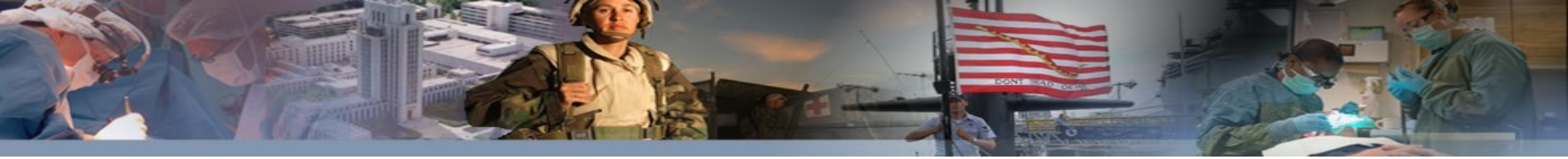


Naval Expeditionary Medical Support Command (NEMSCOM)

Collaborates with NMLC's Expeditionary Medical Logistics (EML) Program Office to Design / Build Expeditionary Medical Facilities (EMFs) and Forward Deployed Preventive Medicine Units (FDPMUs)

Current Initiatives

- **Working on future design / build of next generation EMF**
- **Researching potential scenarios to best support NECC's ERSS configuration management and acquisition strategy**



Naval Ophthalmic Support & Training Activity (NOSTRA)

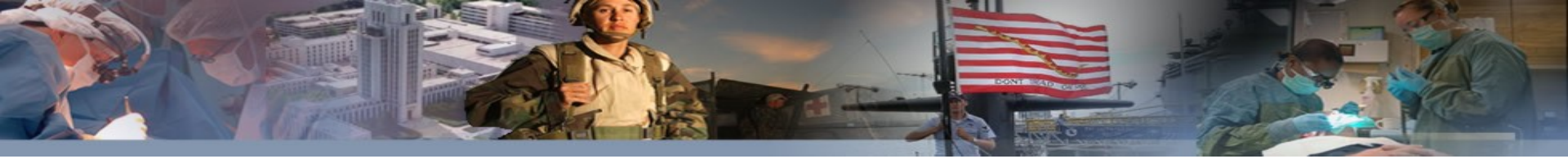
Per designation of the Navy's Surgeon General, NOSTRA acts as the lead service agent for the Optical Fabrication Enterprise (OFE)

Provide optical fabrication services in support of all operational, contingency, and humanitarian missions worldwide, in peacetime and wartime

Train <u>all</u> Navy and Army opticians within the Tri-Service Optician School (TOPS)

<u>Current Initiatives</u>

- **Undergoing a major Lab Renovation Project which will allow for significant upgrades in technology and capacity**

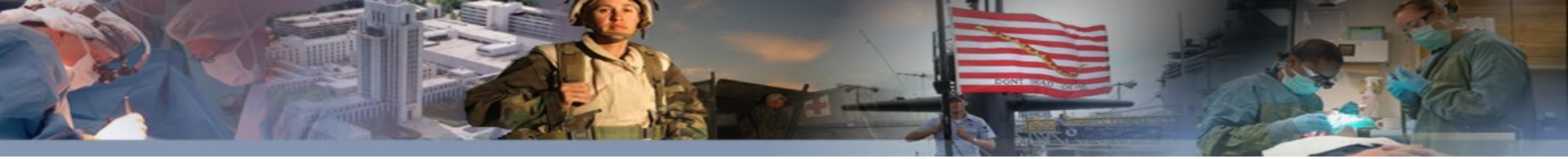


Medical Equipment & Logistics Solutions (MELS

Responsible for development and management of medical and dental equipment execution plans and engineering specifications for shore facilities. In addition, serve as Navy Medicine's Senior Service Rep for all IT Logistics Systems

Core Mission:

- **Provide clinical and biomedical engineering technical support as well as liaison with Navy Medicine Specialty Leaders for coordination of all equipment procurement and programs**
- **Act as Navy Medicine's Senior representative in all matters pertaining to the integration of logistics systems (DMLSS, SPS, and WAWF) solutions into Naval activities world-wide**
- **Designated as functional proponent and Program Manager for Digital Imaging Network/Picture Archiving Communication System (DINPACS)**
- **Conduct re-occurring Logistics Assist Visits (LAVs) in order to:**
  - **Assist MTFs in achieving Total Asset Visibility**
  - **Evaluate the effectiveness of their equipment and technology management (E&TM) processes**
  - **Assist in identifying strengths and weaknesses within their supply chain**

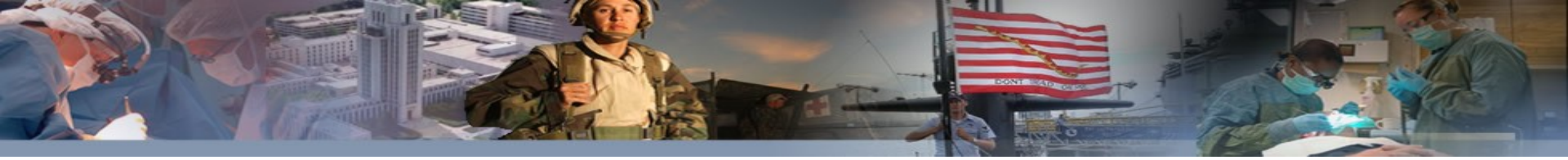


Operational Forces Support (OFS)

Single portal for worldwide Naval Operating Forces Medical Logistics Support

Core Mission:

- **Manage the Naval Authorized Medical & Dental Allowance Lists (AMAL/ADAL) Process**
- **In coordination with Fleet Commander Surgeons and Shipbuilding Program Executive Officers; plan, generate, track and expedite medical requirements for the New Medical Support Equipment and Materiel, Shipboard Equipment Replacement, Hospital Ship, and New Ship Construction & Overhaul Programs**
- **As the Medical In-Service Engineering Agent (ISEA) for Naval Sea System Command (NAVSEA) SHIPMAIN (configuration planning and management) program, utilize Biomedical Equipment Technicians (BMETs) and Biomedical Engineers to design medical equipment spaces with shipbuilders for SCN and support the major installations of medical equipment onboard Naval ships**

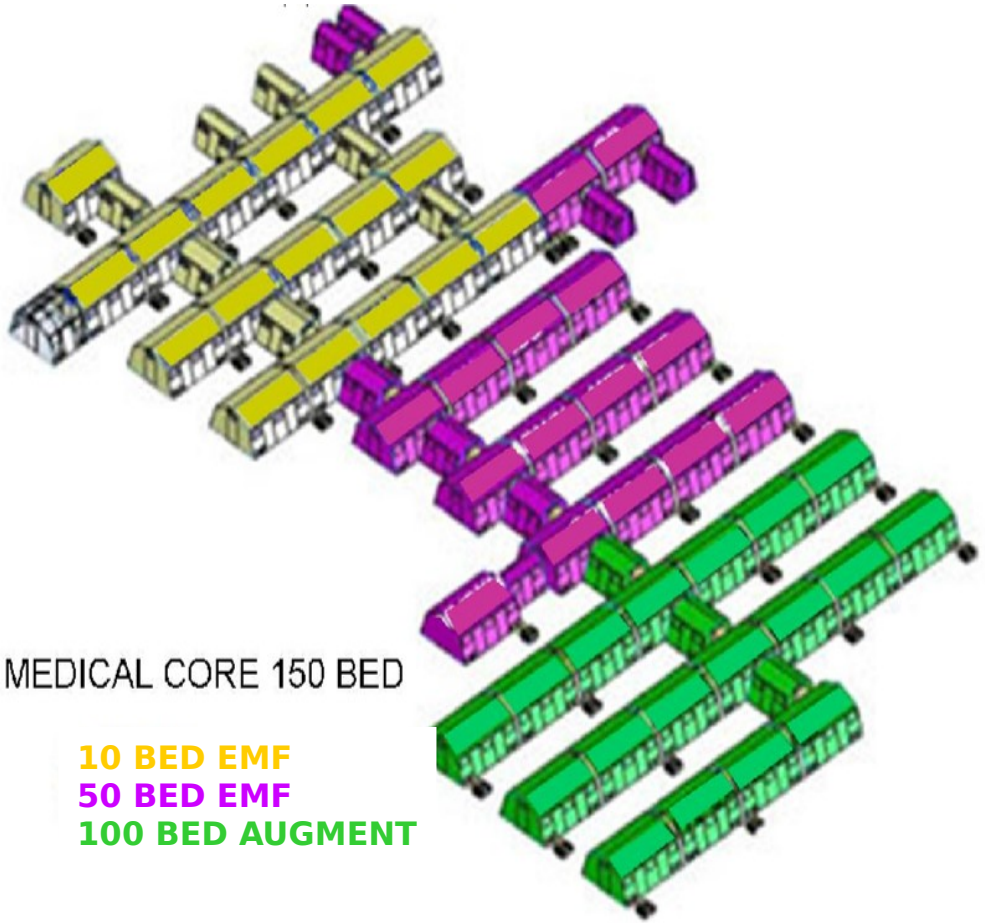


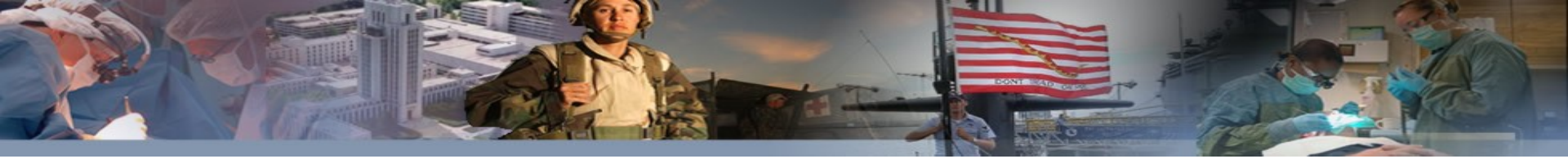
Expeditionary Medical Logistics Program Office (EML)

Collaborates with N931 and BUMED M3/5, to provide comprehensive Integrated Logistics Support (ILS) to EMFs, FDPMUs, and ERSSs

<u>Core Mission</u>:

- **Oversee Pre-stage planning and site-prep**
- **Coordinate sustainment / reconstitution planning**
- **Conduct Budget Planning for future EMFs and FDPMUs**
- **Coordinate future design / build of next generation EMF**
- **Develop mobilization plans for each Combatant Commander AOR**





Office of the General Counsel (OGC)

The Office of Counsel for NAVMEDLOGCOM is a component of the Navy OGC law firm, and is a field office within the Office of Counsel of the Naval Supply Systems Command (NAVSUP)

Mission:

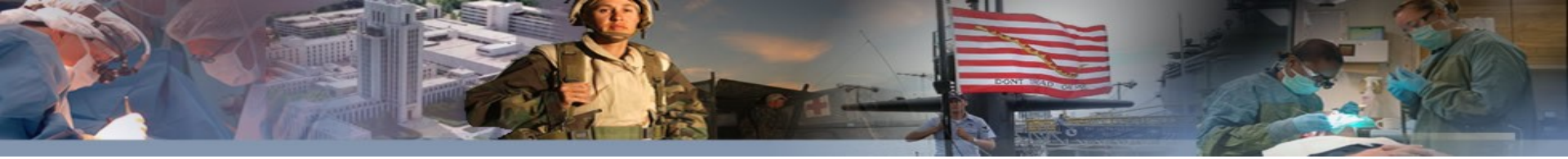
Its primary focus is the practice of preventive law, a concept analogous to preventive medicine. The office assesses legal risks and recommends safeguards before those risks transform into serious legal concerns. Through effective legal advice, advocacy and problem solving, the attorneys better enable their clients at NMLC, and throughout BSO-18, to accomplish their respective missions relating to the delivery of health care, medical logistics, acquisitions and contracting, human resources, and financial management.

The Office of Counsel consists of 2 Navy OGC attorneys who advise clients in these areas:

- **Federal Acquisitions / Government Contracts**
- **GAO & Agency bid protests/contract claims & disputes**
- **Business/Commercial Law**
- **Fiscal and Appropriation Law**
- **Healthcare Delivery Law**
- **Civilian Labor Law***
- **Ethics/Standards of Conduct***

(*NMLC clients only)

Naval Medical Logistics Command
693 Neiman Street
Fort Detrick, MD 21702

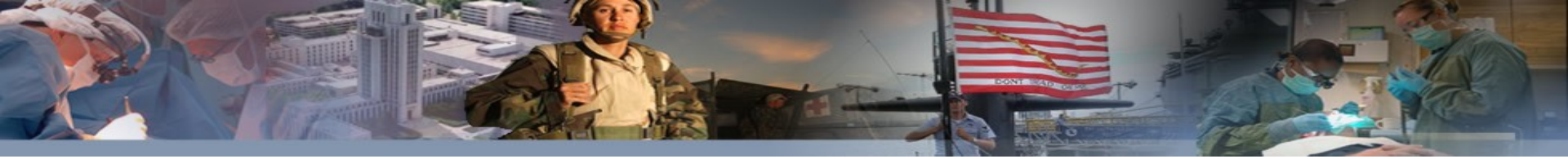


Healthcare Service Strategies (HSS)

Navy Medicine's cognizant technical manager for all health care service contracting initiatives

Core Mission:

- **Assist MTFs define health care services requirements for Navy medicine based on determined needs**
- **Conduct and maintain health care services market research information to improve Navy Medicine's ability to accurately forecast cost and availability of services given current market conditions**
- **Provide final approval authority for technical specifications for all health care services contracts**
- **Collaborate with contracting office to support MTF's health care services contract administration needs**
- **Provide education and training to customers/stakeholders via:**
  - **Contracting Officer's Representative Course**
  - **Financial & Material Management Training Course (FMMTC)**
  - **BUMED Symposiums (Resources Management & Logistics; Total Force)**
  - **Site-assist visits to MTFs**



Acquisition (Procurement)

Authorized by NAVSUP to procure medical equipment, supplies and personal services to Operational Forces, MTFs and specialty commands

Core Mission:

- **Award and administer Healthcare Personal Service Contracts.**
- **Award and administer contracts for medical equipment and supplies for MTFs and operational forces**
- **Award and administer contracts in support of the DOD Drug Screening Program**
- **Award and administer Research and Development contracts in support of NMRC**
- **Provide Contracting Officer Representative (COR) training, customer assist visits, and virtual acquisition resources**

Procurement Authority:

- **Unlimited for Medical Equipment & Supplies**
- **Unlimited for Medical Personal Services**
- **Unlimited for Research & Development supporting NMRC**
- **Unlimited for Non-Personal Services, Supplies & Equipment supporting the DoD Drug Screening Program**
- **$2M for IT equipment, supplies & Non-Personal Services supporting NMIMC/NAVMISSA**

Acquisition Process Snap-Shot

	Category	Responsible Lead / Support
TOTAL ALT	**1. Requirements Definition / SOW Development**	
	a) Define Requirement	a) Customer
	b) Build SOW	b) NMLC / Customer
	c) Conduct Market Research	c) NMLC / Customer
	d) Develop Cost/Price Estimate	d) NMLC / Customer
	e) Define Procurement Strategy	e) NMLC / Customer
	f) Final Review / Approve SOW	f) NMLC
	g) Provide Funding	g) Customer
PALT	**2. Procurement / Contracting**	
	a) Develop Solicitation	a) NMLC
	b) Conduct Legal Review	b) NMLC
	c) Issue Solicitation to Industry	c) NMLC
	d) Develop / Submit Proposal	d) Vendor
	e) Evaluate Proposal - price & technical	e) NMLC / Customer
	f) KO review / negotiate contract award	f) NMLC
	3. Start-Up	
	a) Conduct Healthcare Provider Recruiting	a) Vendor
	b) Conduct Credentialing	b) Customer / Vendor
	c) Provide Facility Access	c) Customer / Vendor

**PALT – Procurement Administrative Lead Time

*ALT – Acquisition Lead Time

Key Success Factors:

- How quickly customers are able to decide/finalize requirements
- How well and quickly NMLC / customers coordinate market research, technical specifications, procurement strategy, etc
- How swiftly funds flow is processed through the system
- How well and quickly vendors / NMLC / customers coordinate communications to assist in developing proposals, evaluating proposals, and awarding contract

Common Factors Lengthening the Process:

- More complex / greater dollar value / new requirement
- Market factors outside the control of Customer / Vendor / KO
- How often decisions / final requirements are changed
- Limited market information / awareness
- Untimely funds flow

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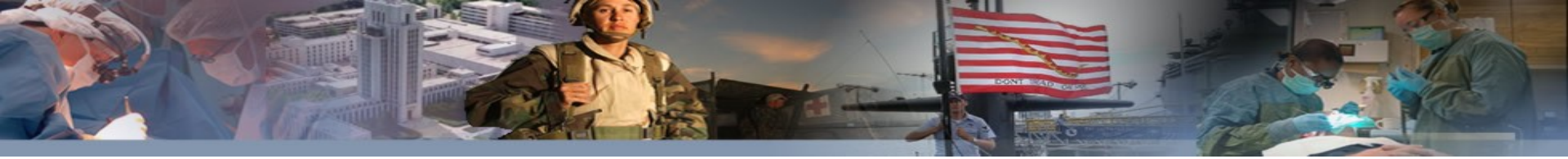
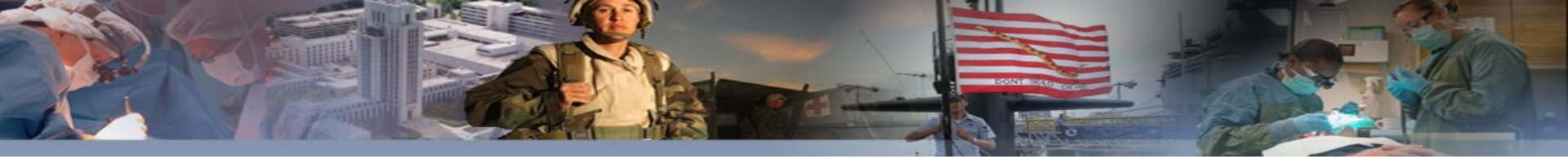
Fort Detrick, MD 21702



Acquisition Timelines

- **BPA orders: 91 to 191 days**
  - Develop SOW and strategy = 1 to 10 days*
  - PALT = 30-60 days
  - Recruiting, credentialing = 60-120 days
- **Task orders: 121 to 221 days**
  - Develop SOW and strategy = 1 to 10 days*
  - PALT = 60-90 days
  - Recruiting, credentialing = 60 – 120 days
- **ISAs: 137 to 170 days**
  - Develop SOW and strategy = 7 – 10 days
  - PALT = 100-120 days
  - Credentialing = 30 – 60 days
- **CSAs: 111 to 200 days**
  - Develop SOW and strategy = 1 to 10 days*
  - PALT = 50 – 70 days
  - Recruiting, credentialing = 60 – 120 days
- **Agency contract: 300 days or more**
  - Develop SOW and strategy = 60 days or more, depending on complexity
  - PALT = 180 days or more, depending on $$ value, complexity
  - Recruiting, credentialing = 60 – 120 days

***First time or unusual requirements may take longer to define**



Final Take - Away

Expectations/Perceptions:

Clear and consistent communication pathways amongst the leadership of BUMED, Regions, MTFs, and NMLC regarding acquisition strategies is paramount in understanding and managing stakeholder expectations/perceptions.

Clinical Asset Management:

Data driven decisions and proper acquisition / life-cycle management planning will lead to a more robust medical equipment program with improved processes for procurement timelines, asset accountability and new emerging technology.

Acquisition Planning:

Proper acquisition planning, which aligns requirements with funds flow, along with involvement of key technical and contracting experts early in the process, will lead to more satisfied customers and improve our ability to work with industry to develop achievable customized solutions.